

Message Text

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PAGE 01 MOSCOW 16992 261349Z

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ACTION EUR-12

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USDOC FOR BEWT/TDAD/TERLIZZI AND STEIN AND BEWT/USSR

E.O. 11652: N/A

TAGS: BEXP, ECEM, UR

SUBJECT: POSSIBLE CONTRACT FOR AMERICAN FIRM AUTODYNAMICS

REF: MOSCOW 15292

1. AUTODYNAMICS INC. SALES MANAGER STEPHEN STEIN HAD VERY PRODUCTIVE MEETINGS WEEK OF NOVEMBER 17 WITH FTO TEKHMASHIMPORT, MINISTRY OF CHEMICAL INDUSTRY AND JAPANESE ENGINEERING FIRM TOYO MANKA KAISHA LTD. AND STEIN OPTIMISTIC THAT AUTODYNAMICS WILL SECURE CONTRACT FOR THREE PROCESS SIMULATORS (TOTAL VALUE ABOUT HALF MILLION DOLLARS) FOR USE IN TRAINING OPERATORS OF AMMONIA PLANT EQUIPMENT.

2. ACCORDING TO STEIN, CHEMICAL MINISTRY'S INSTITUTE OF AMMONIA INDUSTRY (GIAP) AND IS ANXIOUS TO OBTAIN SIMULATORS AS BACK-UP TO TRAINING PROGRAMS ALREADY STIPULATED IN AMMONIA PLANT CONTRACTS, AND TEKHMASHIMPORT IS TRYING TO HAVE TOYO ENGINEERING SUB-CONTRACT WITH AUTODYNAMICS FOR SIMULATORS. INITIAL CONTACTS IN MOSCOW BETWEEN STEIN AND TOYO'S VICE PRESIDENT FUJIMOTO WENT WELL AND AUTODYNAMICS WILL FOLLOW UP IN NEW YORK CITY WITH MITSUI, WHICH REPRESENTS TOYO. FURTHERMORE, SINCE TOYO AMMONIA PLANTS WILL BE UTILIZING M.W. KELLOGG TECHNOLOGY, STEIN EXPECTS THAT AUTODYNAMICS WILL BE COMMISSIONED TO WORK DIRECTLY WITH KELLOGG ON DEVISING SOFTWARE PROGRAMS FOR SIMULATORS.

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3. AS USDOC AWARE, AUTODYNAMICS IS RELATIVELY SMALL FIRM
(1975 SALES EXPECTED TO TOP \$1 MILLION FOR FIRST TIME) AND
CONTRACT FOR THREE SIMULATORS WOULD REPRESENT BIG COUP. STEIN
PLANS TO BRIEF TDAD (TERLIZZI AND STEIN) ON STATUS OF CONTRACT
TALKS AFTER RETURN.
MATLOCK

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Message Attributes

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